

Message Text

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22

ACTION AF-06

INFO OCT-01 EB-07 ISO-00 /014 W
----- 071683

R 130930Z JAN 76
FM AMCONSUL JOHANNESBURG
TO USDOC WASHDC
INFO SECSTATE WASHDC 4375
AMEMBASSY PRETORIA

UNCLAS JOHANNESBURG 0035

USDOC

E.O. 11652: N/A
TAGS: BEXP, SF
SUBJECT: PRIVATE TRADE OPPORTUNITY

REF: STATE A-7974, SEP 20 1973

1. 791/04/P0057
 2. 011375
 3. R N KIRBY
 4. 791 REP SAF
 5. I A D
 6. A) WRITE AIRMAIL OR TELEX:
B) DENIS SPOLANDER; MANAGER, POWER DIVISION
C) FULMEN SOUTH AFRICA (PTY) LIMITED
STAND 11, GROSS STREET, TUNEY INDUSTRIAL TOWNSHIP,
ELANDSFONTEIN 1406
 7. CABLE: NA TEL: 011/365201 TELEX: 8-2220
 8. --
 9. 111
 10. 36131XX-0100: SWITCHGEAR FOR ROTATING PLANT - LOW, MEDIUM,
HIGH VOLTAGE EQUIPMENT.
3613200-0100: CIRCUIT BREAKERS ND ISOLATORS WITH MEDIUM OF-
AIRBRAKE, VACUUM AND SF-6 (SULFAHEXAFLORIDE).
FULMEN SA WHICH IS A WHOLLY-OWNED SUBSIDIARY OF COMPANIE
GENERAL D'ELECTRICITE OF FRANCE HAS BEEN OPERATING IN THIS
COUNTRY FOR THE PAST EIGHT YEARS ACTING AS AGENT, DISTRIBUOTR
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AND IMPORTER OF ELECTRICAL EQUIPMENT AND APPARATUS. THE COMPANY NOW

SEEKS TO TAKE ON AN AGENCY BASIS, LINES OF US MANUFACTURED SWITCH-GEAR, CIRCUIT BREAKERS AND ISOLATORS WHAT WOULD BE COMPATIBLE WITH ITS PRESENT LINES. GIVEN THE NUMBER AND RANGE OF PUBLIC AND PRIVATE ACTIVITIES IN THE REPUBLIC OF SOUTH AFRICA OVER THE COMING YEARS, SPOLANDER ESTIMATES THAT THIS OPPORTUNITY COULD AMOUNT TO WITHIN THE REGION OF \$12,000,000. FULMEN SA ENJOYS A GOOD REPUTATION AND IS RECOMMENDED AS A SUITABLE TRADE CONTACT FOR US FIRMS.
GUTHRIE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976JOHANN00035
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760011-1105
From: JOHANNESBURG
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760163/aaaacdwh.tel
Line Count: 70
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE A-7974
Review Action: RELEASED, APPROVED
Review Authority: mendozsm
Review Comment: n/a
Review Content Flags:
Review Date: 19 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 JUL 2004 by castelsl>; APPROVED <06 OCT 2004 by mendozsm>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRIVATE TRADE OPPORTUNITY
TAGS: BEXP, SF
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006